

Message Text

UNCLASSIFIED

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

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R 101416Z JAN 75

FM AMEMBASSY WARSAW

TO USDOC WASHDC

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AMEMBASSY VIENNA

AMCONSUL POZNAN

UNCLAS WARSAW 0165

VIENNA PASS EWTC; COMMERCE PASS BEWT/OEWTD/TPD

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: 1975 POZNAN INTERNATIONAL TECHNICAL FAIR

1. THE FOLLOWING TELEX MESSAGE WAS SENT TO IBM'S VIENNA
OFFICE FOLLOWING ABRAHAMSON/HERTZBERG TELCON OF JAN 8,
1975:

QUOTE IBM ROECE INC., VIENNA

ATTN: MS. E. J. ZIMMERMANN

PURSUANT TO OUR TELCON OF JAN 8, 1975 I WOULD LIKE TO
REPEAT THAT IN THE SOLICITATION LETTER MAILED TO YOU ON
DEC 2, 1974 WE SPECIFIED THAT ALL REPLIES, WHETHER NEGATIVE
OR POSITIVE, MUST REACH THIS OFFICE NOT LATER THAN JANUARY
3, 1975. FURTHERMORE, ON JAN 2, 1975, WE CALLED MR. SERAFIN,
WARSAW OFFICE MANAGER OF IBM, ASKING HIM WHETHER OR NOT IBM
WILL PARTICIPATE WITH US IN THE POZNAN FAIR. HE REPLIED
THAT HE DID NOT KNOW AND SAID THAT HE WOULD TELEX THE IBM
VIENNA OFFICE IMMEDIATELY TO FIND OUT. WE HAD NOT HEARD
ANY FURTHER FROM IBM UNTIL YOUR PHONE CALL JAN 8, 1975 AT
APPROX. 14:45. UNFORTUNATELY, AT THIS TIME ALL SPACE IN
THE U.S. PAVILION AT THE 1975 POZNAN FAIR HAS BEEN
COMMITTED AND IBM HAS BEEN ADDED TO A LIST OF STANDBY FIRMS,
WITHOUT GUARANTEE OF SPACE. AS I INDICATED TO YOU DURING
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OUR TELCON, THE DEADLINE FOR APPLICATIONS TO PARTICIPATE

IN OTHER THAN THE U.S. PAVILION AT THE POZNAN FAIR, IS
JANUARY 15, 1975. APPLICATIONS SHOULD BE SUBMITTED OR
TELEXED TO THE POZNAN FAIR MANAGEMENT, POZNAN, POLAND.
I REGRET THAT WE WERE UNABLE TO ACCOMMODATE IBM BUT I AM
CERTAIN YOU WILL APPRECIATE OUR NECESSITY TO ADHERE TO THE
ESTABLISHED DEADLINE WHICH WE HAD TO APPLY TO OTHER U.S.
FIRMS AS WELL, SINCERELY, ALEX HERTZBERG UNQUOTE.
DAVIES

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NNN

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